

## Message Text

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ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W

----- 024843

R 150911Z MAY 74

FM AMCONSUL NAHA

TO USDOC WASHDC

INFO SECSTATE WASHDC 1399

AMEMBASSY TOKYO

AMEMBASSY TAIPEI

UNCLAS NAHA 223

E.O. 11652 N.A.

TAGS: BEXP, BFOL, JA, TS

SUBJ: SPECIAL TRADE OPPORTUNITY: ELECTROLYTIC TIN PLATE

REF: NAHA 113

1. SUMMARY. REFTEL TRANSMITTED TRADE OPPORTUNITY FOR ELECTROLYTIC TIN PLATE, VALUED AT ABOUT \$20 MILLION, ON BEHALF OF R.D. POGUE OF FAR EAST SERVICE CO. POGUE HAS INFORMED US THAT HE IS THE SOLE SUPPLIER UNDER A NEGOTIATED CONTRACT FOR THIS ORDER AND THEREFORE INTERESTED U.S. FIRMS SHOULD CONTACT HIM RATHER THAN GOING TO CENTRAL

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TRUST OF CHINA. THIS TELEGRAM TRANSMITS SPECIFICATIONS OF OFFER AND POGUE'S QUESTIONS ON U.S. EXPORT CONTROL POLICY CONCERNING THIS ITEM. END SUMMARY.

2. REITERATING INFO IN NAHA 113 TRANSMITTING OUR PTO NO. 031, POGUE IS GENL MGR OF FAR EAST SERVICE CO., P.O. BOX 14, URASOE, OKINAWA, JAPAN. CABLE: FESCO, URASOE, OKINAWA, TEL: 0988772925 TELEX; OK FESCO 62. CO. REF. BANK OF AMERICA, CPO BOX 378, NAHA, OKINAWA, JAPAN AND DISCAL CORP., 319 PACIFIC AVENUE, SAN FRANCISCO, TEL: 4154215587

3. DESCRIPTION. 3312335-20000. ELECTROLYTIC TINPLATE, U.S. FEDERAL SPECIFICATION QQ-T-425A (REVISED SEP 1970) STEEL TYPE MR, TEMPER T-3 ELECTROLYTIC, UNASSORTED (PRIME QUALITY ONLY) BRIGHT FINISH, CLASS 100, TIN COATING 1.00 LB PER BASE BOX ON BOTH SIDES (EQUIVALENT TO JISG 3303 (1969) SPTE), 20"X28"X1,680 UNCLASSIFIED

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SHEETS PER PACKAGE (STILLAGE) PACKED IN METAL CONTAINERS

ON SOLID PLATFORMS WITH WOODEN PLATFORMS ON SKID FULL  
WATERPROOF PAPER LINED AND SUITABLE FOR LAND AND OCEAN  
TRANSPORTATION TO MAKE CANS FOR CANNING FRUITS AND  
VEGETABLES. SURFACE SPECIFICATIONS OF TINPLAE ARE AS

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FOLLOWS: (A) OXIDE FILM: SHOULD BE AIMED AT WITHIN THE RANGE  
OF FIVE TO TWELVE MILLICOULOMB EQUIVALENTS, AND SHALL BE  
SUPPLIED TINPLATE SUITABLE FOR LACQUERING AND PRINTING,  
(B) OIL FILM: ACCEPTABLE STANDARD SHOULD BE WITHIN THE RANGE  
OF 0.20 TO 0.30 GM/B.B. ALL THE TINPLATE SHOULD BE BRAND  
NEW AND IN ORIGINAL PACKING DIRECTLY FROM THE MILL. MILL'S  
CERTIFICATE ON QUALITY, SPECIFICATION, PACKING, QUANTITY AND  
WEIGHT ETC. IS REQUIRED. BASE WEIGHT (AND THICKNESS) AS  
FOLLOWS: 80 LBS. (0.23MM), 85 LBS. (0.24MM), 90 LBS. (0.26MM),  
95 LBS. (0.27MM), 100 LBS. (0.28MM), 107 LBS. (0.30MM). POGUE'S  
BUYER'S REQUIREMENTS ARE APPROXIMATELY 70,000 METRIC TONS  
PER YEAR. HE WANTS TO COMMIT FOR A TWO YEAR SUPPLY.  
POGUE REQUESTS PRICE QUOTATIONS F.O.B. AND C AND F TAIWAN.  
IN CASE INTERESTED U.S. FIRMS CAN NOT PROVIDE EXACT  
SPECIFICATIONS, POGUE WOULD LIKE INFORMATION ON WHAT  
SPECIFICATIONS THEY CAN SUPPLY.

4. POGUE WOULD APPRECIATE RECEIVING FOLLOWING INFO  
ON U.S. EXPORT CONTROL POLICY: (A) WILL USG ALLOW  
EXPORTS OF TINPLATE? (B) TO TAIWAN? (C) 70,000 MT/YR TO  
TAIWAN? (D) IF NOT 70,000 MT/YR, WHAT QUANTITY OF TINPLATE

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EXPORTS TO TAIWAN WILL USG ALLOW? ACCORDING POGUE, ROC  
IS NOW BUYING ELECTROLYTIC TIN PLATE FROM JAPANESE SUPPLIERS,  
BUT WANTS TO SHIFT TO U.S. OR WEST GERMAN SUPPLIER, PREFERS  
U.S.

5. POGUE TOLD US HE IS SOLE SUPPLIER UNDER A NEGOTIATED  
CONTRACT FOR THIS ORDER AND THAT THEREFORE INTERESTED  
U.S. FIRMS SHOULD CONTACT HIM RATHER THAN GOING TO THE  
CENTRAL TRUST OF CHINA. POGUE SAID THAT GRC WANTED A  
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RELIABLE SUPPLIER THEY COULD TRUST WHEN PUSH CAME TO SHOVE  
AND THAT THE GRC TRUSTED HIM TO DELIVER THE GOODS. HE  
MENTIONED THAT THE GRC HAD AWARDED HIM THE ORDER OF THE  
CLOUD AND BANNER WITH SPECIAL CORDON, THE HIGHEST GRC  
AWARD FOR FOREIGNERS, IN RECOGNITION OF HIS CONTRIBUTION  
TO THE ECONOMIC DEVELOPMENT OF TAIWAN OVER THE YEARS.  
POGUE IS RESPECTED TRADER IN BUSINESS HERE ALMOST 20 YEARS.  
SYLVESTER

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## Message Attributes

**Automatic Decaptioning:** X  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Disposition Case Number:** n/a  
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**Disposition History:** n/a  
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